



Revision number: 4

Purchasing Agent: Frank Volk
(801)538-3707

Item: VEHICLES, 2007 GMC

Vendor: 64065F Salt Lake Valley GMC Trucks
725 West 3300 South
Salt Lake City UT 84119-3321

Internet Homepage: www.saltlakevalleygmc.com

Telephone: 801-265-1511

Fax number: 801- 265-1660

Contact: John E. Kemme

Email address: kemmej@saltlakevalleygmc.com

Brand/trade name: GMC

Price: See Attached

Terms: Net 14 Apr for late invoices 18%

Effective dates: 09/01/05 through 08/31/07 (w/1 - 1 year renewal option) 2008

Days required for delivery:

Price guarantee period: 2007 Model Year

Minimum order: 1

Min shipment without charges:

Other conditions:

REVISION #4: 2007 model year pricing added.

Bid No: FV6908

Multiple awards have been issued. See other vehicle contracts before ordering.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



Important Information Regarding This Contract

The purchase of vehicles listed on this contract require prior authorization and approval (see "Ordering Procedure" below). The purchase of any vehicle model, series and factory installed options are subject to review for appropriateness. Vehicles listed on this contract are NOT to be assumed pre- approved for agency or political subdivision use.

PRICING:

Prices listed below are for the BASE VEHICLE ONLY unless otherwise specified. Prices for factory installed options and applicable option credits are covered by this contract and are available at VQ1 pricing or Invoice pricing depending on the manufacturers pricing program (see "Ordering Procedures" for assistance with optional equipment).

The Base Triple Net Price (TNP) is calculated as follows: Manufacturer-to-Dealer Invoice Price on the base equipped vehicle (no options unless specified otherwise) LESS holdback LESS (VQ1 vehicle discount or Invoice discount depending on the manufacturers discount program) LESS advertising (CMA).

The Contract Base Price is the contract price you pay for the base equipped vehicle. The Contract Base Price is calculated as follows: The TNP PLUS destination charge PLUS dealer profit less (VQ1 discount or other provided discount determined by manufacturer) or and less bid assistance.

All user selected factory installed options and applicable option credits must be added/deducted to/from the Contract Base Price to arrive at the Final Vehicle Purchase Price. All user selected factory installed options and applicable option credits are to be taken at VQ1 pricing or Triple Net Pricing.

All prices are firm for the model year unless otherwise specified (through August 31, **2007**) or until the factory production cutoff date is reached (this date is generally announced by the manufacturer in late winter or early spring). Firm pricing also applies to factory installed options. Any price decreases in the base vehicle, factory installed options or additional rebates/incentives offered during the model year are to be made available to the ordering entity.

ORDERING PROCEDURES:

For STATE AGENCIES: This contract is an AR contract (authorization required). State agencies MUST coordinate purchases through the following individuals: Sam Lee (619-7237).

For POLITICAL SUBDIVISIONS: Political Subdivisions should work directly with their respective fleet/motor pool managers or designates when ordering a vehicle.

Users of PC Carbook can pre-configure vehicles complete with pricing to facilitate ordering. Entities who do not subscribe to the PC Carbook service may contact Sam Lee (619-7237) or Frank Volk (538-3707) for assistance and guidance in determining vehicle pricing.

OPTIONAL EQUIPMENT:

For STATE AGENCIES: The above mentioned motor pool managers will assist in configuring a vehicle to meet your requirements using PC Carbook. They will generate reports listing all standard and optional equipment at the Triple Net Price. They will also perform a comparative analysis of other similar makes and models on contract to determine the best value given your agency requirements for intended use.

For POLITICAL SUBDIVISIONS: Contact your respective motor pool manager for assistance. A number of political subdivision fleet/motor pool managers are now using PC Carbook. If you do not have a fleet/motor pool manager or you do not have access to PC Carbook, you may call either Sam Lee (619-7237) or Frank Volk (538-3707) for assistance in selecting optional equipment and generating comparative vehicle reports.



PC CARBOOK:

PC Carbook is NOT required in order to use this vehicle contract. However, for those entities responsible for purchasing or configuring several vehicles each year, the information available through PC Carbook may save you many man-hours. PC Carbook is an excellent tool for calculating the Contract of factory installed optional equipment. PC Carbook is a subscription software service for new, used and leased vehicles. It is available at a group rate of \$785/year through statewide price agreement PA-891.

CONTRACT BASE PRICE INCLUDES:

1. All standard equipment
2. All deductions for holdback, VQ1 or Triple Net Invoicing, credit and advertising
3. All deductions for government price concessions/bid assistance, rebates and incentives.
4. An addition for Destination Charges from manufacturer to dealership
5. An addition for Dealer profit
6. All dealer preparation and pre-servicing costs. (No price deduction may be taken by those entities wishing to perform their own pre-servicing work)

Dealer pre-delivery servicing and adjustment include but not limited to the following:

- a. All adjustments required to meet Utah safety inspection requirements and emission control certifications.
- b. Tuning of engine for high altitude (4500 ft.)
- c. Adjustments of all accessories to optimal working condition.
- d. Inspection of electrical, braking and suspension systems.
- e. Charging of battery.
- f. Alignment of front end.
- g. Inflation of tires to optimal pressure.
- h. Computer spin balancing of all wheels including spare.
- i. Lubrication of engine and chassis. Filling of all lubrication reservoirs (crankcase, power steering, transmission, differential, power brakes) with appropriate lubricants for current operating temperatures.
- j. Servicing of cooling system with permanent type antifreeze and summer coolant for -20 deg. F. Windshield washer fluid reservoirs to be full and of a type suitable to -20 deg. F.
- k. Vehicle(s) shall be ready for immediate operation and should include a full tank(s) of gas and/or alternative fuel of up to 25 gallons. Cost of gas and/or alternative fuel shall be included at no extra charge.
- l. Vehicle(s) to be clean and thoroughly detailed inside and out prior to delivery. All upholstery and floor protection removed. Floor mats are to be placed, window decals removed and all adhesive cleaned from the vehicle. The vehicle will be put into service as soon as it is received and it is expected to be completely cleaned and operational at time of delivery/pickup.
- m. All factory defects to be corrected prior to delivery.
- n. Two (2) sets of pre-tested keys marked with the VIN number and license plate number. Also the vehicle key code must be provided. (see pricing page above individual vehicle pricing for costs associated with ordering a 3rd key)

7. Documentation:

- a. Operators (owners) manual.
- b. Manufacturer's warranty information.
- c. Original odometer statement (if entity is registering their own vehicle).
- d. Manufacturer's statement of origin (MSO) (if entity is registering their own vehicle).
- e. Application for title properly completed and signed (if entity is registering their own vehicle).
- f. Dealer's triple net invoice.
- g. Manufacturer's specifications attached to vehicle.
- h. Signed pre-delivery checklist certifying completion of the above listed items.

8. Registration:



- a. Registering and affixing the state authorized "EX" type centennial plates prior to delivery.
9. Delivery costs up to a 90 mile radius of dealership.
(See pricing page above individual vehicle pricing for any costs associated to delivery beyond the 90 mile radius.

THE DEALERSHIP ALSO AGREES TO THE FOLLOWING:

The contract may be canceled if, but not limited to, the following conditions should they arise:

1. The dealer sells fleet vehicles to the retail market
2. The dealer/mfg. substitutes product or equipment without entity authorization
3. The dealer/mfg. excessively delivery delays
4. The dealer/mfg. provides poor workmanship
5. The dealer fails to perform as outline in the bid specifications
6. The dealer fails to provide adequate customer service/support
7. Pricing irregularities which are not supported by written documentation from the manufacturer.
8. To make every effort to notify the ordering entity within 14 day of order placement of the factory's acceptance of order, the scheduled build date and anticipated delivery date; and to deliver within the quoted lead time. Dealer agrees that the ordering entity may elect to impose a daily fine of up to \$10.00 per day or cancel the order if the 14 day period for factory acceptance / confirmation / build date schedule is not conveyed to the ordering entity or if delivery appears to be 30 days longer than the original quoted delivery date.

Prior to delivery of any vehicle, the dealer will notify and make arrangements with the ordering entity for the purposes of conducting a physical inventory of the vehicle(s).

CALCULATING THE FINAL PURCHASE PRICE OF A VEHICLE IS EASY:

Contract Base Price + Factory Installed Options (VQ1 Pricing or Triple Net Pricing) + Delivery Charge beyond 90 mile radius (if applicable) + Third Key (if applicable) = Final Purchase Price

SUGGESTED ORDERING PROCEDURES

For State Agencies

1. Agency determines need for vehicle and required features.
2. Agency contacts the appropriate fleet manager (State Motor Pool/Div. of Fleet Operations, Public Safety, Natural Resources or Transportation).
3. The fleet manager, after consulting with agency personnel: 1) determines appropriateness of the request, 2) determines the appropriate standard and optional equipment requirements, and 3) configures a vehicle specification sheet by make, model and style based upon the standard optional equipment requested.
4. The fleet manager performs the following: 1) determines the final purchase price of the vehicle, 2) makes a comparative price analysis of various competing makes and models, 3) provides requesting agency with the comparative analysis worksheets for review, and 4) makes a recommendation to the agency as to which vehicle meets requirements at the lowest final purchase price.
5. Agency reviews the comparative analysis and recommendation. If in agreement, agency instructs fleet manager (in writing) to proceed with purchase. If in disagreement, agency recommends the alternative to the fleet manager and submits written justification to support the alternative choice.
6. If the fleet manager agrees, the fleet manager generates an order worksheet listing the vehicle and all selected options, discounts, incentives, etc. and calculates the final purchase price.
7. The fleet manager contacts the Division of Fleet Operations. The Division of Fleet Operations will issue an authorization control number.
8. The fleet manager then places order with the appropriate dealer via fax, mail, phone, etc.



9. Dealer enters the order and submits written documentation via mail or fax confirming order placement and factory acceptance. A build number and scheduled build date should be provided to the fleet manager within 14 business days of order placement.
10. Dealer provides frequent status reports on all orders placed with the ordering entity's fleet manger.
11. The ordering entity's fleet manager provides frequent status reports on all orders placed to the requesting agency.
12. Upon receipt and acceptance of vehicle, the fleet manager sends a copy of the invoice along with the authorization control number to the Division of Fleet Operations.

SUGGESTED ORDERING PROCEDURES

For Political Subdivisions

Each entity should: 1) work directly with their own fleet manager or motor pool personnel who will follow the same or similar procedures as those listed above, or 2) if the ordering entity lacks the resources and desires to utilize the services of the State Motor Pool/Division of Fleet Operations' Fleet Manager, they may do so. In such a case, the State Motor Pool/Division of Fleet Operations' Fleet Manager will follow the same or similar procedures as those listed above EXCEPT the ordering entity will be responsible for: 1) determining the appropriateness of their own vehicle requirements, 2) justifying their own alternative decisions, 3) placing their own vehicle order, and 4) obtaining their own order status reports and disseminating such information to their user entities 5) inspecting their own vehicles, and 6) approving and paying their own invoices.

PRICING PAGES

The following is specific to this GMC contract only for 2007 vehicles:

1. **Dealer Profit:**
Dealer profit is already added into the Contract Base Price of each vehicle
(Dealer profit includes registration costs, initial tank(s) of gas and/or alternative fuel (of up to 25 gallons), preparation and pre-servicing costs, profit, delivery cost to owner within 90 mile radius, and two sets of keys.)
2. **Registration Costs:**
Ordering entities wishing to register their own vehicles will have **no** deduction to the Contract Base Price.
3. **Delivery Costs:**
Ordering entities wishing vehicles to be delivered beyond a 90 mile radius of the dealership must add to the Contract Base Price: **\$ 1.00/mile**.
4. **Shop/Service Manuals:**
Ordering entities wishing to purchase manuals must add to the Contract Base Price:
\$196.00 per shop manual and **\$196.00** per service manual.
5. **Finance Charge:**
Late invoices may be subject to finance charges equal to **18 %** APR.
6. **Dealer Preparation and Pre-Servicing Costs:**
Ordering entities wishing to perform their own vehicle preparation and pre-servicing work in lieu of the dealer will have **no** deduction to the Contract Base Price.
7. **Decals**
Ordering entities wishing to have dealer install owner supplied self-adhesive decals to the vehicle must add **\$0** per decal. Decals to be applied per ordering entity specifications. Ordering entity may choose to place decals themselves.



8. **Third Key**

Two keys are to be included with the purchase of any vehicle. If the dealer is required to add a third key, the cost of \$0 is to be added to the Contract Base Price for a Standard Key. The cost for a key with Remote Buttons is \$ 44.00.

All Vehicles listed on the state contract may be purchased at the state contract pricing plus 2% plus any additional installed items from dealer stock.

STATE OF UTAH MODEL YEAR 2007 GMC VEHICLES

MODEL NUMBER	DESCRIPTION	CONTRACT BID PRICE	FINAL 2007 ORDER DATE
CANYON			
TS15403	Canyon, Reg Cab, 111.2" WB WT	\$9,525	
TS15653	Canyon, Ext Cab, 125.9" WB 2WD WT	\$11,014	
TS15643	Canyon, Crew Cab, 126.0" WB, 2WD SLE	\$14,430	
TT15403	Canyon, Reg Cab, 111.2" WB, 4WD WT	\$13,036	
TT15653	Canyon, Ext Cab, 125.9" WB, 4WD WT	\$14,350	
TT15643	Canyon, Crew Cab, 126.0" WB, 4WD SLE	\$16,846	
TS15603	Canyon, Reg Chassis Cab WT	\$12,777	
SIERRA 1500 PICKUP			
TC15703	Sierra Classic 1500, Reg Cab 119.0" WB WT	\$10,833	7/21/2006
TC15903	Sierra Classic 1500, Reg Cab 133.0" WB WT	\$10,922	7/21/2006
TC15553	Sierra Classic 1500, Ext Cab 134.0" WB SLE1	\$19,569	7/21/2006
TC15753	Sierra Classic 1500, Ext Cab 143.5" WB WT	\$14,692	7/21/2006
TC15953	Sierra Classic 1500, Ext Cab 157.5" WB WT	\$17,041	7/21/2006
TC15543	Sierra Classic 1500, Crew Cab 143.5" WB SL	\$18,550	6/16/2006
TC15743	Sierra Classic 1500HD, Crew Cab, 2WD SLE1	\$22,005	6/16/2006
TK15703	Sierra Classic 1500, Reg Cab 119.0" WB 4WD WT	\$14,603	7/21/2006
TK15903	Sierra Classic 1500, Reg Cab 133.0" WB 4WD WT	\$14,692	7/21/2006
TK15553	Sierra Classic 1500 Ext Cab 134.0" WB 4WD SLE1	\$22,446	7/21/2006
TK15753	Sierra Classic 1500, Ext Cab 143.5" WB 4WD WT	\$18,634	7/21/2006
TK15953	Sierra Classic 1500, Ext Cab 157.5" WB 4WD WT	\$19,661	7/21/2006
TK15543	Sierra Classic 1500 Crew Cab 143.5" WB 4WD SL	\$21,289	6/16/2006
TK15743	Sierra Classic 1500HD, Crew Cab, 4WD SLE1	\$24,955	6/16/2006
SIERRA 1500 PICKUP HYBRID			
TC15753	Sierra Classic 1500, Ext Cab 143.5" WB 2WD Hybrid SLE1		
TK15753	Sierra Classic 1500, Ext Cab 143.5" WB 4WD Hybrid SLE1		
SIERRA 2500 PICKUP			
TC25903	Sierra Classic 2500HD Reg Cab 133" WB 2WD WT	\$15,081	9/1/2006
TC25753	Sierra Classic 2500HD Ext Cab 143.5" WB 2WD WT	\$18,373	9/1/2006
TC25743	Sierra Classic 2500HD Crew Cab 153" WB 2WD WT	\$20,117	TBD
TC25953	Sierra Classic 2500HD Ext Cab 157.5" WB 2WD WT	\$18,630	9/1/2006
TC25943	Sierra Classic 2500HD Crew Cab, 167" WB 2WD WT	\$20,373	TBD
TK25903	Sierra Classic 2500HD Reg Cab 133" WB 4WD WT	\$17,515	9/1/2006
TK25753	Sierra Classic 2500HD Ext Cab 143.5" WB 4WD WT	\$20,763	9/1/2006
TK25743	Sierra Classic 2500HD Crew Cab 153" WB 4WD WT	\$22,719	TBD
TK25953	Sierra Classic 2500HD Ext Cab 157.5" WB 4WD WT	\$21,020	9/1/2006



TK25943	Sierra Classic 2500HD Crew Cab 167" WB 4WD WT	\$22,975	TBD
SIERRA 3500 PICKUP			
TC35903	Sierra Classic 3500 Reg Cab 133" WB 2WD SRW WT	\$16,633	9/1/2006 (note3)
TC35953	Sierra Classic 3500 Ext Cab 157.5" WB 2WD SRW WT	\$19,710	9/1/2006
TC35943	Sierra Classic 3500 Crew Cab 167" WB 2WD SRW WT	\$21,449	TBD
TC35953	Sierra Classic 3500 Ext Cab 157.5" WB 2WD DRW WT	\$20,128	9/1/2006 (note3)
TC35943	Sierra Classic 3500, Crew Cab, 167" WB 2WD DRW WT	\$21,894	TBD (note3)
TK35903	Sierra Classic 3500 Reg Cab 133" WB 4WD DRW WT	\$19,139	9/1/2006
TK35953	Sierra Classic 3500 Ext Cab 157.5" WB 4WD DRW WT	\$22,343	9/1/2006
TK35943	Sierra Classic 3500, Crew Cab, WB 4WD DRW WT	\$24,086	TBD
TK35903	Sierra Classic 3500 Reg Cab 133" 4WD SRW WT	\$19,356	9/1/2006
TK35953	Sierra Classic 3500 Ext Cab 157.5 WB 4WD SRW WT	\$21,586	9/1/2006
TK35943	Sierra Classic 3500 Crew Cab 167" WB 4WD SRW WT	\$23,542	TBD
SIERRA 3500 CHSSIS CAB			
TC36003	Sierra Classic 3500 Reg Cab 137.0" WB, 60.4" CA 2WD WT	\$15,763	9/1/2006
TC36403	Sierra Classic 3500 Reg Cab 161.5" WB, 84.9" CA 2WD WT	\$15,829	9/1/2006
TC36053	Sierra Classic 3500 Ext Cab 161.5" WB, 60.4" CA 2WD WT	\$17,988	9/1/2006
TK36003	Sierra Classic 3500 Reg Cab 137.0" WB, 60.4" CA 4WD WT	\$18,493	9/1/2006
TK36403	Sierra Classic 3500 Reg Cab 161.5" WB, 84.9" CA 4WD WT	\$18,581	9/1/2006
TK36053	Sierra Classic 3500 Ext Cab 161.5" WB, 60.4" CA 4WD WT	\$20,767	9/1/2006
SPORT UTILITY VEHICLES			
TS15506	Envoy, 4dr, 2WD SLE	\$18,963	TBD
TT15506	Envoy, 4dr, 4WD SLE	\$20,954	TBD
TC10706	Yukon 4 dr 1500 2WD & 3SA	\$28,311	Note (4)
TK10706	Yukon 4 dr 1500 4WD & 3SA	\$31,674	Note (4)
TC10906	Yukon XL, 4dr 1500, 2WD & 3SA	\$31,055	Note (4)
TK10906	Yukon XL, 4dr 1500, 4WD & 3SA	\$33,533	Note (4)
TC20906	Yukon XL 4dr 2500, 2WD & 3SA	\$32,095	Note (4)
TK20906	Yukon XL, 4 dr 2500 4WD & 3SA	\$34,573	Note (4)
PASSENGER VANS			
TG13406	Savana Passenger, 1500 135" WB RWD	\$16,164	TBD
TH13406	Savana Passenger, 1500 135" WB AWD	\$21,255	TBD
TG23406	Savana Passenger, 2500 135" WB RWD	\$17,750	TBD
TG33406	Savana Passenger, 3500 135" WB RWD	\$19,525	TBD
TG33706	Savana Passenger, 3500 155" WB RWD	\$20,012	TBD
CARGO VANS			
TG13405	Savana Cargo, 1500 135" WB RWD	\$13,779	TBD
TH13405	Savana Cargo, 1500 135" WB AWD	\$19,533	TBD
TG23405	Savana Cargo, 2500 135" WB RWD (HD)	\$14,142	TBD
TG23705	Savana Cargo, 2500 155" WB RWD (HD)	\$15,292	TBD
TG33405	Savana Cargo, 3500 135" WB RWD (HD)	\$16,729	TBD
TG33705	Savana Cargo, 3500 155" WB RWD (HD)	\$17,524	TBD
SAVANA CUTAWAY VANS			
TG33503	Savana Cutaway 139" WB	\$16,386	TBD
TG33803	Savana Cutaway 159" WB	\$17,113	TBD
TG33903	Savana Cutaway 177" WB	\$17,934	TBD
GMC C4500			



TC4C042	GMC C4500 Regular Cab	\$21,579	Note (5)
TC4E042	GMC C4500 Crew Cab	\$24,765	Note (5)
TC4C044	GMC C4500 Regular Cab 4WD	\$27,765	Note (5)
TC4E044	GMC C4500 Crew Cab 4WD	\$30,688	Note (5)
NOTE (1): up to 3 Extra Keys/vehicle will be supplied at no charge.			
NOTE (2): Extra Key Fob is only available on vehicles equipped with Keyless Entry. Vehicles with equipped with Keyless Entry will be factory supplied with 2 fobs			
NOTE (3) Additional Models for 2007			
NOTE (4) New GMT900 Platform			
NOTE (5): Diesel Vehicles built after 1/1/07 are subject to Federal Emmisions Compliance Surcharge yet to be determined.			

FINET COMMODITY CODE(S): **FOR AGENCY USE ONLY**

07006000000	-	AUTOMOBILES AND STATION WAGONS
07093000000	-	VANS, PERSONNEL (REGULAR AND HANDICAPPED EQUIPPED)
07092000000	-	VANS, CARGO
07047000000	-	TRUCKS, CAB AND CHASSIS ONLY
07048000000	-	TRUCKS (ONE TON AND LESS CAPACITY)